

Message Text

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TO AMEMBASSY KUWAIT

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E.O. 11652: N/A

TAGS: BMEP, BEXP KU

SUBJECT: MAJOR EXPORT: GOK INTEREST IN PURCHASING CEMENT

REF: A) KUWAIT 3665; B) STATE 196173; C) KUWAIT 3830, 3953

1. COMMERCE DISCUSSED SUBJECT PROJECT WITH MAJOR U.S.
CEMENT PRODUCERS AND WE LIST THOSE WHO WOULD BE GLAD TO HEAR
FROM MADOO TO DISCUSS FURTHER DETAILS.

2. MR. ALBERT L. BANDISH, BUSINESS DEV MGR, ATLANTIC
CEMENT COMPANY, INC., 25 CRESCENT STREET, P.O. BOX 30,
STAMFORD, CONNECTICUT 06906; TELEPHONE 203-327-3100.
BANDISH STATES CURRENT PRICE OF CEMENT IS APPROXIMATELY
\$59 PER MT, FOB VESSEL E. COAST PORT IN BAGS. MAXIMUM
QUANTITY AVAILABLE FROM ATLANTIC IN BAGS IS ABOUT 240,000
TONS IN ONE YEAR. BANDISH ESTIMATED THAT SHIPPING CHARGES
COULD INCREASE THE COST OF THE CEMENT DELIVERED IN KUWAIT
TO \$120 PER MT.

3. CALVIN COYLE, IDEAL CEMENT COMPANY, 821 SEVENTEENTH
STREET, DENVER, COLORADO, 80202; TELEPHONE, 303-222-5661.D
A PRICE IS QUOTED OF ABOUT \$62 PER MT IN BAGS
DELIVERED AT THE DOCK IN SEATTLE. IDEAL'S CAPACITY IS
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ABOUT 60,000 METRIC TONS OF BAGGED CEMENT PER YEAR.D

4. WE ASSUME KUWAIT DOCKS NOT EQUIPPED TO HANDLE BULK
CEMENT DELIVERIES, A PROCEDURE WHICH WOULD YIELD
SUBSTANTIAL SAVINGS.

5. IF CEMENT CAN BE HANDLED IN BULK, MADOO CAN ALSO
CONTACT MR. H.F. STEPANEK, SR., VICE PRESIDENT, THE
FLINTKOTE COMPANY, 400 WESTCHESTER AVENUE, WHITE
PLAINS, NEW YORK 10604. FLINTKOTE WOULD HAVE TO
COMBINE WITH OTHER FIRMS TO MEET TOTAL KUWAITI
REQUIREMENT, AND QUOTES A PRICE OF APPROXIMATELY \$41
PER MT, FOB VESSEL, E. COAST PORT, IN BULK.

6. KUWAIT CEMENT OPPORTUNITY DISCUSSED WITH "TEX"
HILGARTEN, EAST-WEST LTD., A FIRM OF U.S. BUSINESSMEN
WITH LENGTHY ARAB EXPERIENCE, WHICH IS DEDICATED TO
BRINGING U.S. EQUITY INVESTMENTS TO ARAB COUNTRIES,
PARTICULARLY SAUDI ARABIA. COMPANY HAS WRITTEN MADOO
EXPLAINING ROLE WHICH IT COULD ASSUME AS AGENT FOR
KUWAITI GOVERNMENT IN PROCURING CEMENT ABROAD.
HILGARTEN AND EAST-WEST GROUP WELL AND FAVORABLY KNOWN
TO SEVERAL LEADING KUWAITI ENTREPRENEURS. AFTER
EXTENSIVE CONVERSATIONS WITH HILGARTEN, WE ARE CONVINCED
THAT THE COMPANY HAS GAINED VERY SOUND APPRECIATION OF
OBSTACLES TO PROCURING CEMENT FOR ARAB COUNTRIES AND
COULD PLAY USEFUL FUNCTION IN ASSISTING THE GOK. KISSINGER

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